



D. M. \_\_\_\_\_ / / /  
T & D \_\_\_\_\_ / / /  
S. R. M. \_\_\_\_\_ / / /  
S. A. M. DOE / / / 11/18/92

R.J. O'ROURKE  
Division Manager

373 Route 46 West, Building E  
Fairfield, NJ 07004  
201-575-9590  
Fax 201-575-5074

November 6, 1992

To: M. A. Young

Re: Weisek Foodtowns      **\*\*Corrected Copy\*\***

Dear Mark:

After yet another round of negotiations, Weisek has agreed to maintain RJR carton & savings fixtures in all stores.

We were compelled to accept some fixture modifications in order to keep our merchandising dominance. In brief, we agreed to reconfigure our existing fixtures in three stores to window/wall setups. The only expenses we will incur are labor to "straighten out" our end cap fixtures; we will also need to replace fixture decor. This merchandising expense will be delayed until January 1993.

By agreeing to these changes, we will not be paying any TCM bonus monies over the \$50 per month agreed to in a 1991 presentation. We will also maintain the top two full price category shelves with PM paying for the third shelf with contiguous rows.

Unfortunately, one store (Edison) will need to be reconfigured ASAP. This will undoubtedly involve utilizing our Sales Reps to rebuild the fixture. I hope you agree, it is time well spent.

Sincerely,

R. J. Westenberger

RJW(vj)

cc: J. H. Casey

51854 1357

"We work for smokers."